

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

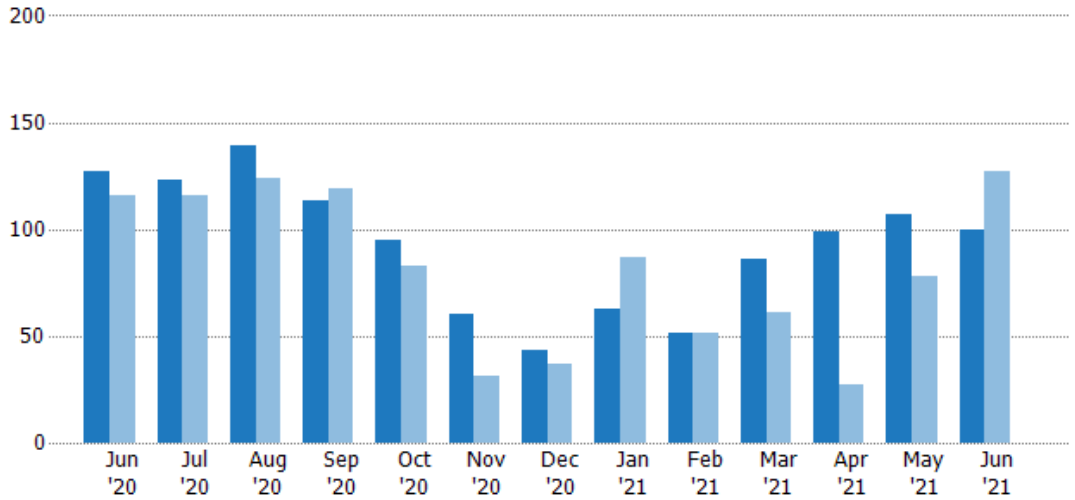
Key Metrics	Jun 2021	Jun 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	100	127	-21.3%	506	431	+17.4%
New Listing Volume	\$35,643,849	\$36,427,987	-2.2%	\$178,746,938	\$113,013,104	+58.2%
Active Listing Count	177	390	-54.6%	N/A	N/A	
Active Listing Volume	\$87,214,189	\$140,374,499	-37.9%	N/A	N/A	
Average Listing Price	\$492,736	\$359,935	+36.9%	\$469,402	\$342,281	+37.1%
Median Listing Price	\$270,000	\$249,000	+8.4%	\$266,915	\$227,055	+17.6%
Median Days in RPR	48	161.5	-70.3%	94.42	177.66	-46.9%
Months of Inventory	2.7	9.1	-70.4%	4.1	7.4	-45.2%
Absorption Rate	37.29%	11.03%	+26.3%	24.51%	13.44%	+11.1%
Sales Activity Charts Metrics						
New Pending Sales Count	106	132	-19.7%	567	425	+33.4%
New Pending Sales Volume	\$33,634,550	\$32,169,892	+4.6%	\$174,297,113	\$91,243,960	+91%
Pending Sales Count	155	150	+3.3%	N/A	N/A	
Pending Sales Volume	\$50,368,050	\$38,771,698	+29.9%	N/A	N/A	
Closed Sales Count	96	60	+60%	448	273	+64.1%
Closed Sales Volume	\$32,976,200	\$11,249,251	+193.1%	\$132,102,106	\$49,997,581	+164.2%
Average Sales Price	\$343,502	\$187,488	+83.2%	\$294,871	\$183,141	+61%
Median Sales Price	\$249,950	\$166,000	+50.6%	\$223,850	\$160,440	+39.5%

New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



Month/Year	Count	% Chg.
Jun '21	100	-21.3%
Jun '20	127	9.5%
Jun '19	116	19.8%

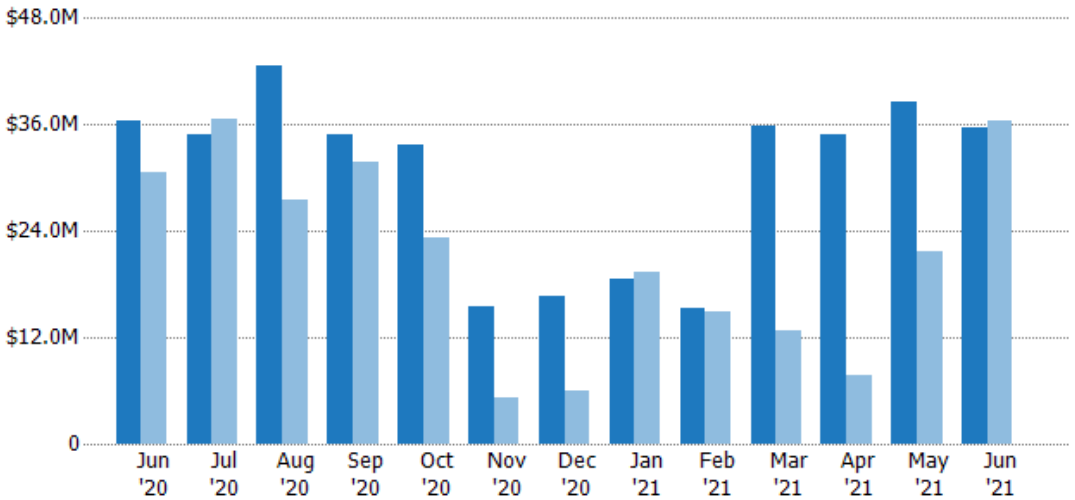
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	127	123	139	113	95	60	43	63	51	86	99	107	100
Prior Year	116	116	124	119	83	31	37	87	51	61	27	78	127
Percent Change from Prior Year	9%	6%	12%	-5%	14%	94%	16%	-28%	0%	41%	267%	37%	-21%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



Month/Year	Volume	% Chg.
Jun '21	\$35.6M	-2.2%
Jun '20	\$36.4M	18.9%
Jun '19	\$30.6M	11.7%

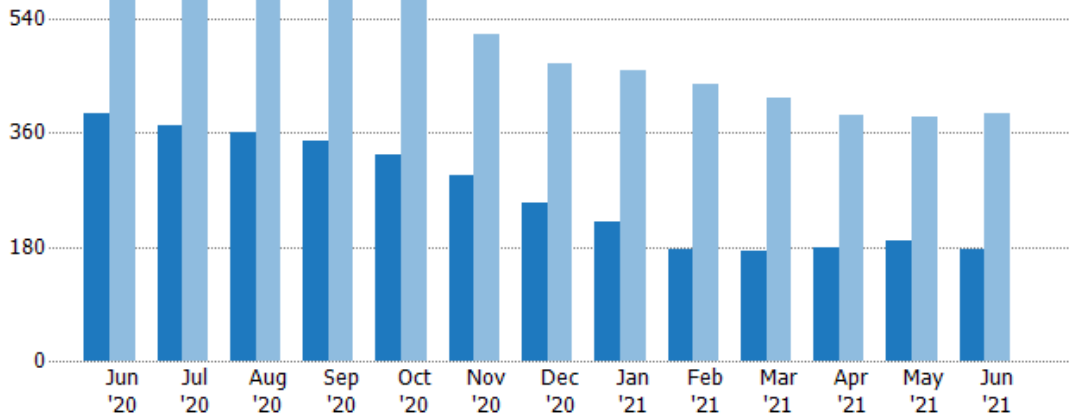
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$36.4M	\$34.8M	\$42.6M	\$34.9M	\$33.8M	\$15.5M	\$16.7M	\$18.5M	\$15.4M	\$35.8M	\$34.8M	\$38.6M	\$35.6M
Prior Year	\$30.6M	\$36.7M	\$27.4M	\$31.7M	\$23.1M	\$5.3M	\$6.02M	\$19.3M	\$15M	\$12.9M	\$7.81M	\$21.6M	\$36.4M
Percent Change from Prior Year	19%	-5%	55%	10%	46%	192%	177%	-4%	3%	179%	346%	78%	-2%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



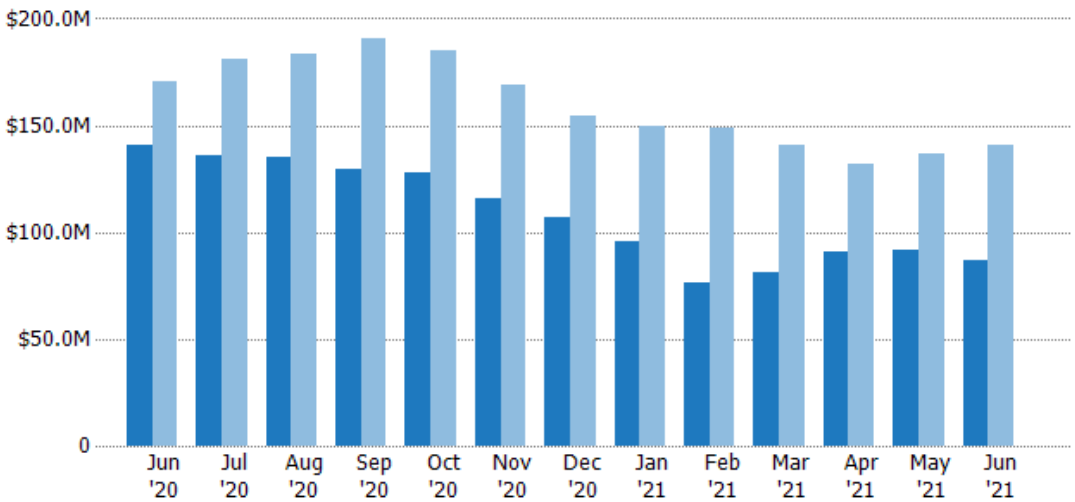
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	390	371	360	346	325	292	250	219	177	172	180	189	177
Prior Year	599	599	614	624	580	516	469	459	438	416	389	386	390
Percent Change from Prior Year	-35%	-38%	-41%	-45%	-44%	-43%	-47%	-52%	-60%	-59%	-54%	-51%	-55%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$140M	\$136M	\$135M	\$129M	\$128M	\$116M	\$107M	\$95.7M	\$76.7M	\$81M	\$90.8M	\$91.5M	\$87.2M
Prior Year	\$171M	\$181M	\$183M	\$191M	\$185M	\$169M	\$155M	\$149M	\$149M	\$140M	\$132M	\$137M	\$140M
Percent Change from Prior Year	-18%	-25%	-26%	-32%	-31%	-32%	-31%	-36%	-49%	-42%	-31%	-33%	-38%

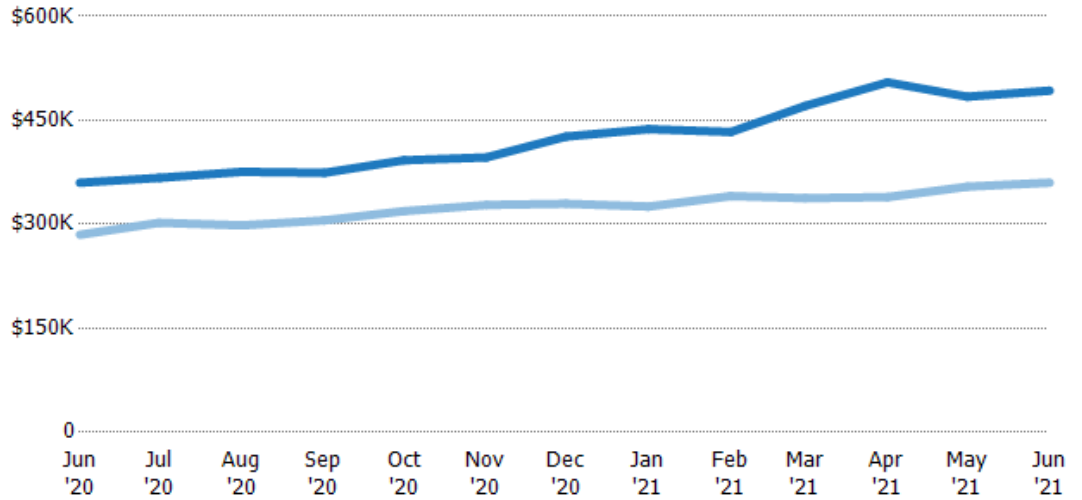
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Jun '21	\$493K	36.9%
Jun '20	\$360K	26.3%
Jun '19	\$285K	-7%



Current Year	\$360K	\$367K	\$376K	\$374K	\$392K	\$396K	\$427K	\$437K	\$433K	\$471K	\$505K	\$484K	\$493K
Prior Year	\$285K	\$302K	\$298K	\$306K	\$319K	\$328K	\$330K	\$326K	\$341K	\$338K	\$339K	\$354K	\$360K
Percent Change from Prior Year	26%	21%	26%	22%	23%	21%	29%	34%	27%	39%	49%	37%	37%

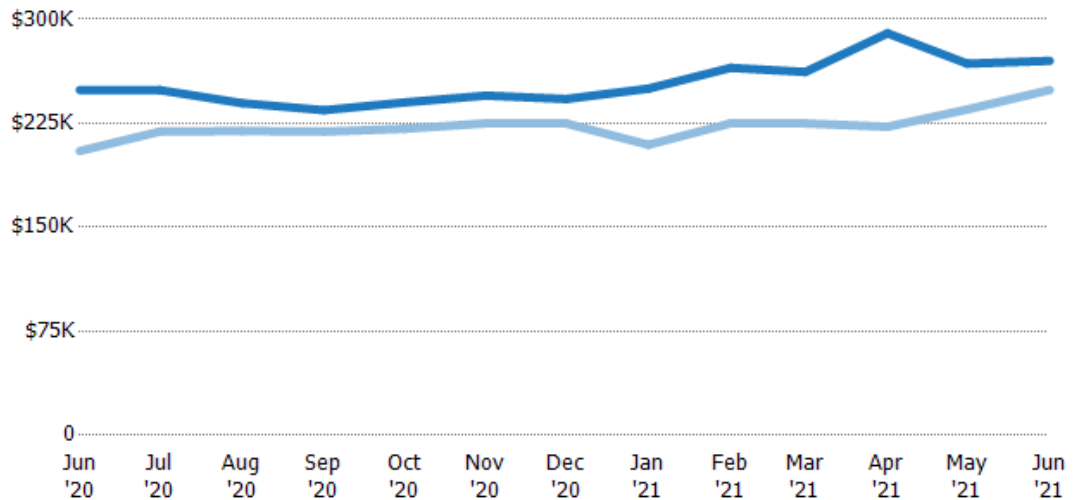
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Jun '21	\$270K	8.4%
Jun '20	\$249K	21.5%
Jun '19	\$205K	-8.3%



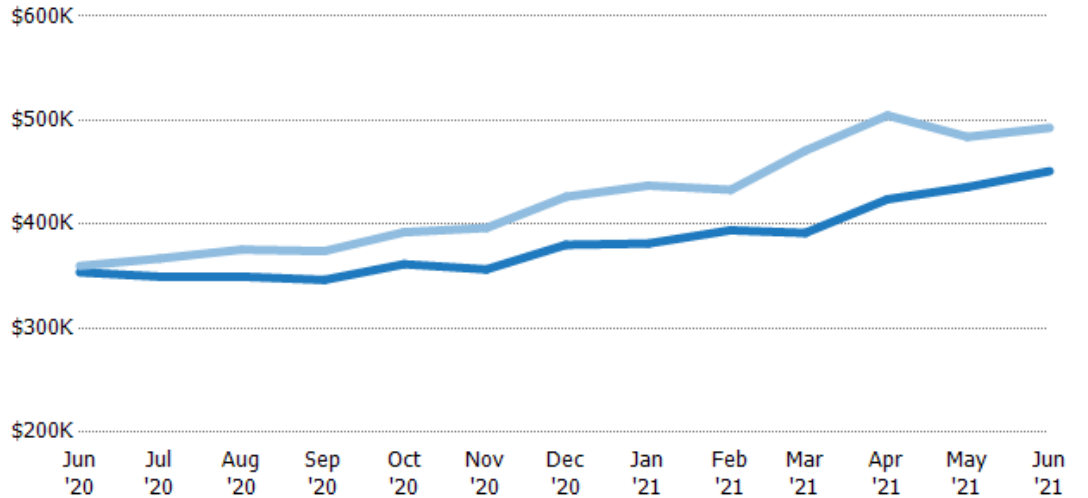
Current Year	\$249K	\$249K	\$240K	\$234K	\$240K	\$245K	\$243K	\$250K	\$265K	\$262K	\$290K	\$268K	\$270K
Prior Year	\$205K	\$219K	\$219K	\$219K	\$221K	\$225K	\$225K	\$210K	\$225K	\$225K	\$223K	\$235K	\$249K
Percent Change from Prior Year	21%	14%	9%	7%	9%	9%	8%	19%	18%	16%	30%	14%	8%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



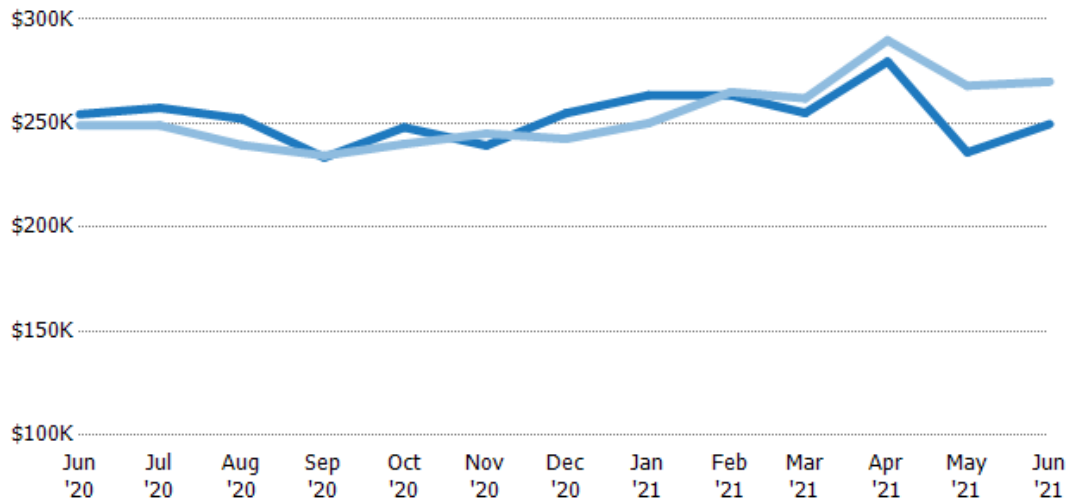
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$354K	\$350K	\$350K	\$346K	\$362K	\$357K	\$380K	\$382K	\$394K	\$392K	\$424K	\$436K	\$451K
Avg Listing Price	\$360K	\$367K	\$376K	\$374K	\$392K	\$396K	\$427K	\$437K	\$433K	\$471K	\$505K	\$484K	\$493K
Avg Listing Price as a % of Avg Est Value	102%	105%	107%	108%	108%	111%	112%	115%	110%	120%	119%	111%	109%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



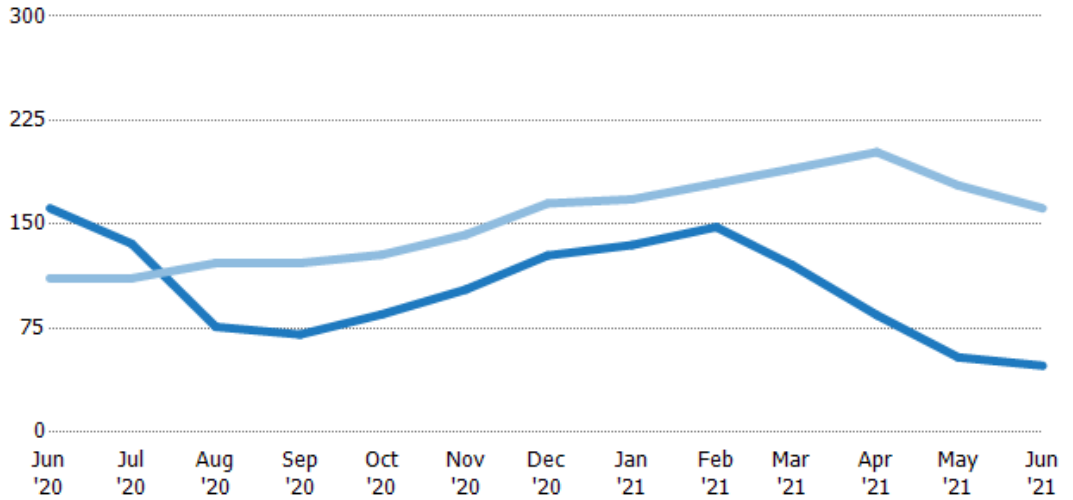
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$254K	\$257K	\$252K	\$234K	\$248K	\$239K	\$255K	\$263K	\$263K	\$255K	\$280K	\$236K	\$250K
Median Listing Price	\$249K	\$249K	\$240K	\$234K	\$240K	\$245K	\$243K	\$250K	\$265K	\$262K	\$290K	\$268K	\$270K
Med Listing Price as a % of Med Est Value	98%	97%	95%	100%	97%	102%	95%	95%	101%	103%	104%	114%	108%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



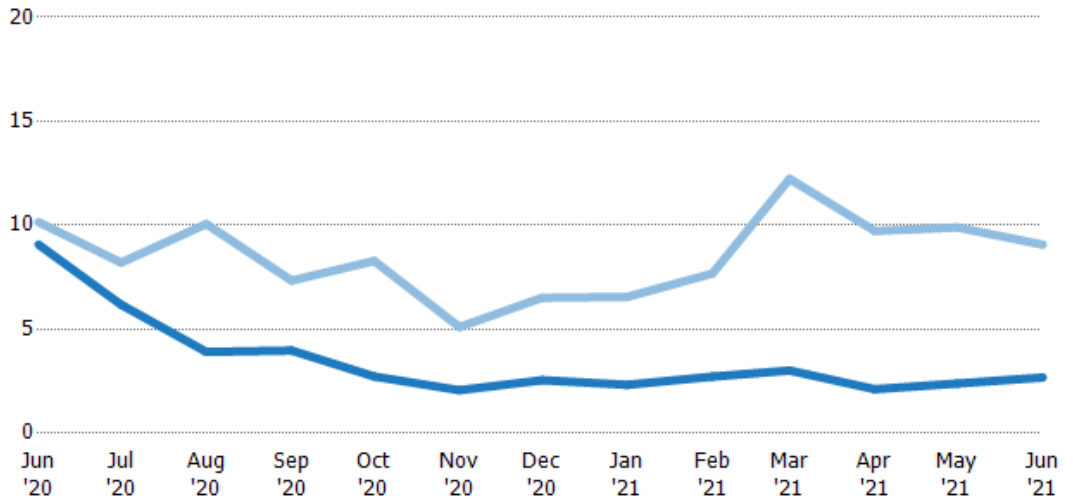
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	162	136	76	70.5	85	103	128	135	148	121	84.5	54	48
Prior Year	111	111	122	122	128	143	165	168	180	190	202	178	162
Percent Change from Prior Year	45%	23%	-38%	-42%	-34%	-28%	-23%	-20%	-18%	-37%	-58%	-70%	-70%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	9.07	6.18	3.91	3.98	2.73	2.07	2.55	2.33	2.72	3.02	2.12	2.39	2.68
Prior Year	10.2	8.21	10.1	7.34	8.29	5.11	6.51	6.56	7.68	12.2	9.73	9.9	9.07
Percent Change from Prior Year	-11%	-25%	-61%	-46%	-67%	-59%	-61%	-64%	-65%	-75%	-78%	-76%	-70%

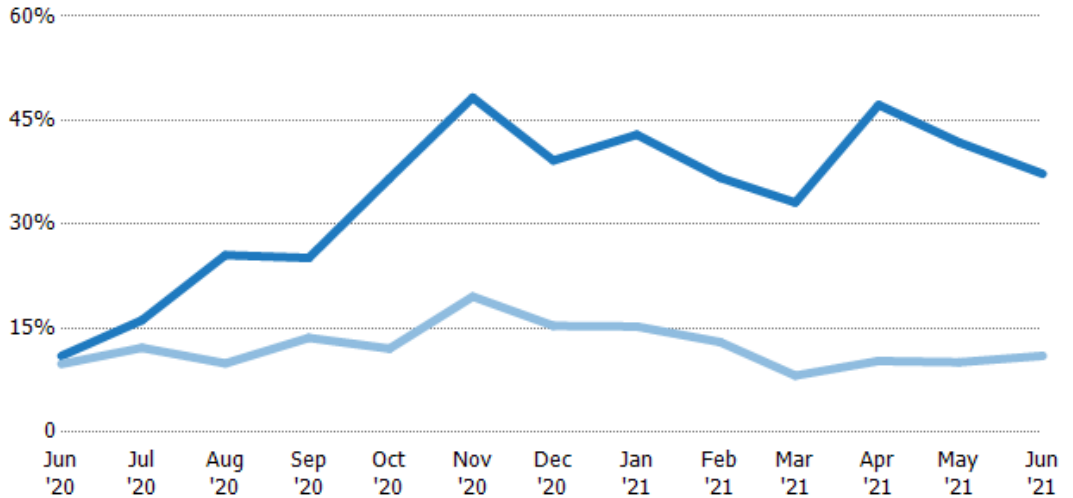
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Jun '21	37%	-26.3%
Jun '20	11%	-1.2%
Jun '19	10%	-21.6%



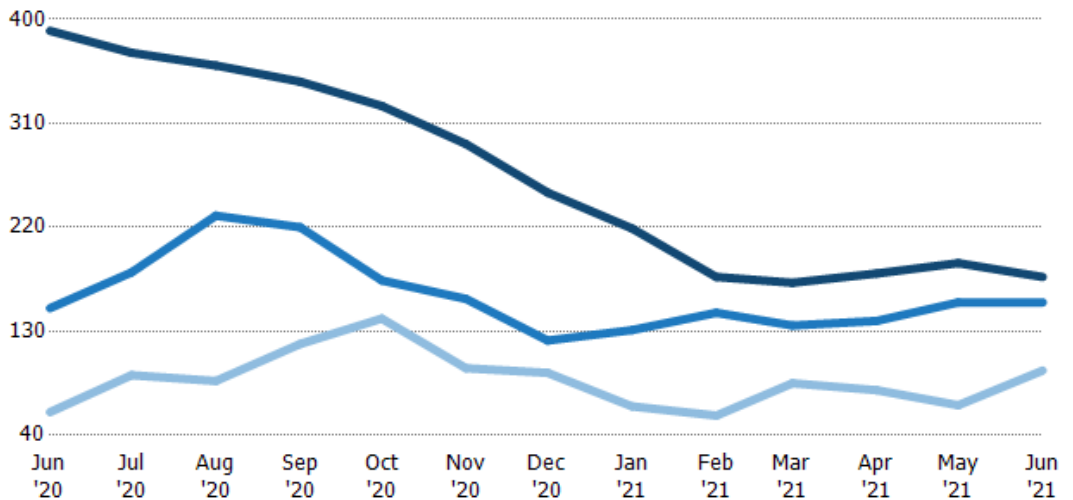
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	11%	16%	26%	25%	37%	48%	39%	43%	37%	33%	47%	42%	37%
Prior Year	10%	12%	10%	14%	12%	20%	15%	15%	13%	8%	10%	10%	11%
Change from Prior Year	-1%	-4%	-16%	-12%	-25%	-29%	-24%	-28%	-24%	-25%	-37%	-32%	-26%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Active	390	371	360	346	325	292	250	219	177	172	180	189	177
Pending	150	181	230	220	174	158	122	131	146	135	139	155	155
Sold	60	92	87	119	141	98	94	65	57	85	79	66	96

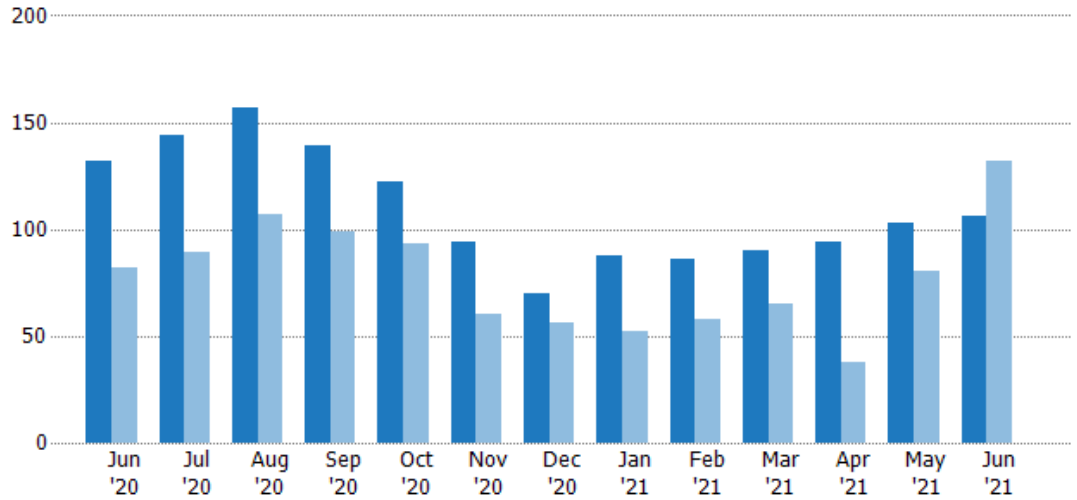
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Jun '21	106	-19.7%
Jun '20	132	61%
Jun '19	82	-18.3%



Current Year	132	144	157	139	122	94	70	88	86	90	94	103	106
Prior Year	82	89	107	99	93	60	56	52	58	65	38	80	132
Percent Change from Prior Year	61%	62%	47%	40%	31%	57%	25%	69%	48%	38%	147%	29%	-20%

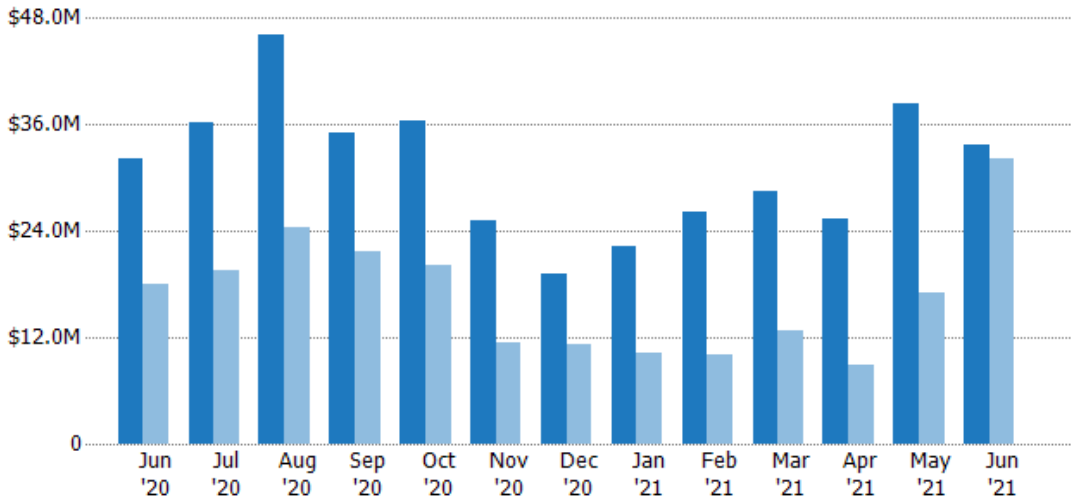
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Jun '21	\$33.6M	4.6%
Jun '20	\$32.2M	78.8%
Jun '19	\$18M	-30%



Current Year	\$32.2M	\$36.2M	\$46.1M	\$35.1M	\$36.5M	\$25.1M	\$19.1M	\$22.3M	\$26.1M	\$28.5M	\$25.3M	\$38.4M	\$33.6M
Prior Year	\$18M	\$19.6M	\$24.4M	\$21.6M	\$20.1M	\$11.4M	\$11.1M	\$10.3M	\$10.1M	\$12.8M	\$8.83M	\$17M	\$32.2M
Percent Change from Prior Year	79%	84%	89%	62%	82%	120%	72%	116%	159%	123%	187%	125%	5%

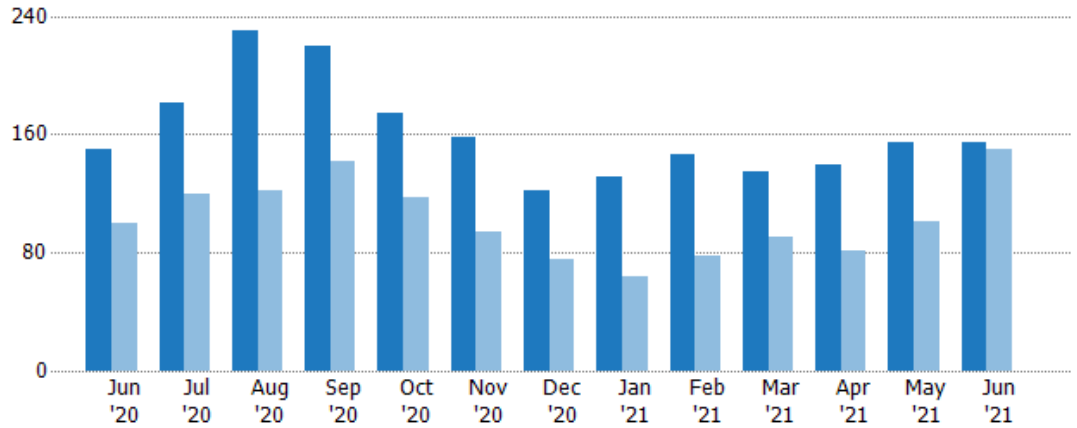
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Jun '21	155	3.3%
Jun '20	150	50%
Jun '19	100	9%



Current Year	150	181	230	220	174	158	122	131	146	135	139	155	155
Prior Year	100	120	122	142	117	94	75	64	78	91	81	101	150
Percent Change from Prior Year	50%	51%	89%	55%	49%	68%	63%	105%	87%	48%	72%	53%	3%

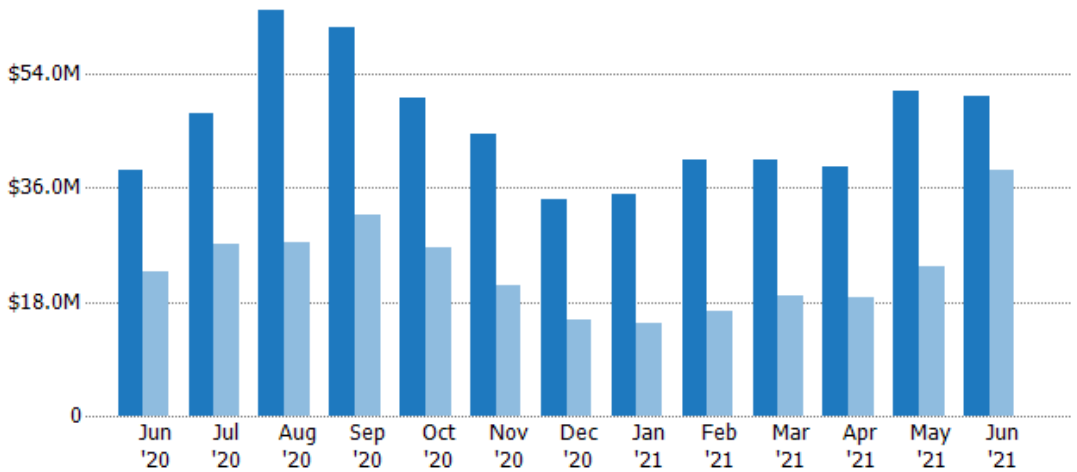
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Jun '21	\$50.4M	29.9%
Jun '20	\$38.8M	69.4%
Jun '19	\$22.9M	1.7%



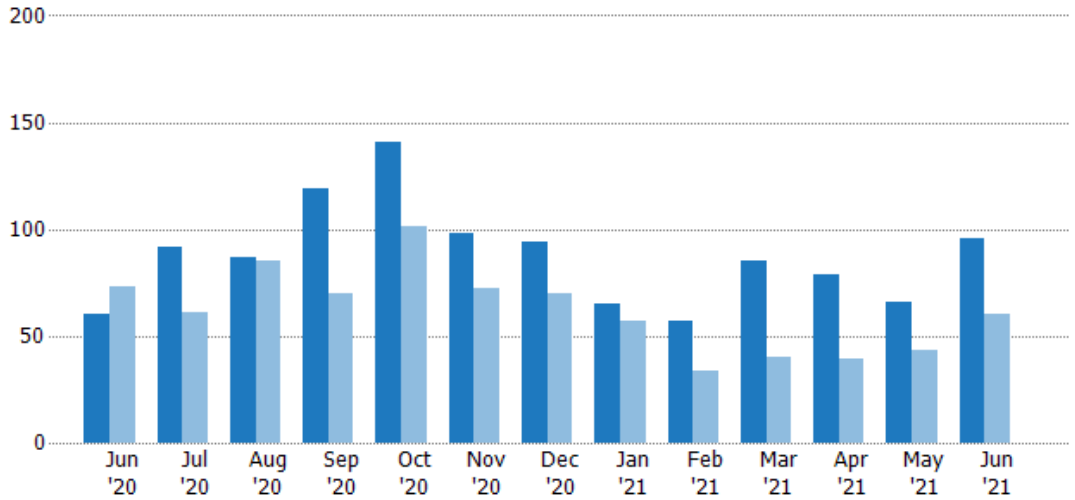
Current Year	\$38.8M	\$47.9M	\$64.1M	\$61.2M	\$50.2M	\$44.5M	\$34.2M	\$35.1M	\$40.5M	\$40.5M	\$39.2M	\$51.2M	\$50.4M
Prior Year	\$22.9M	\$27.2M	\$27.4M	\$31.8M	\$26.5M	\$20.7M	\$15.2M	\$14.5M	\$16.4M	\$19M	\$18.7M	\$23.5M	\$38.8M
Percent Change from Prior Year	69%	76%	135%	93%	89%	115%	125%	141%	147%	113%	110%	118%	30%

Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



Month/Year	Count	% Chg.
Jun '21	96	60%
Jun '20	60	-17.8%
Jun '19	73	-16.4%

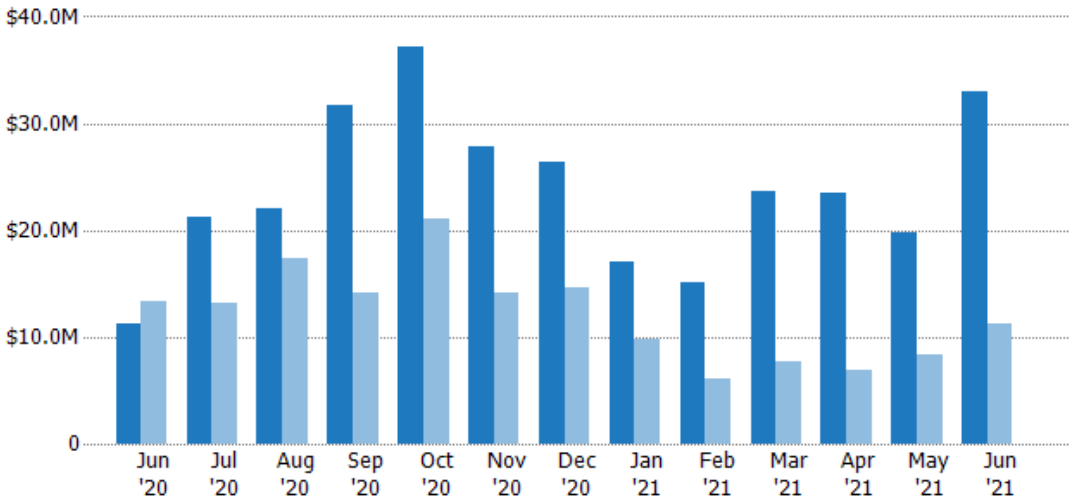
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	60	92	87	119	141	98	94	65	57	85	79	66	96
Prior Year	73	61	85	70	101	72	70	57	34	40	39	43	60
Percent Change from Prior Year	-18%	51%	2%	70%	40%	36%	34%	14%	68%	113%	103%	53%	60%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



Month/Year	Volume	% Chg.
Jun '21	\$33M	193.1%
Jun '20	\$11.2M	-16.1%
Jun '19	\$13.4M	-17.6%

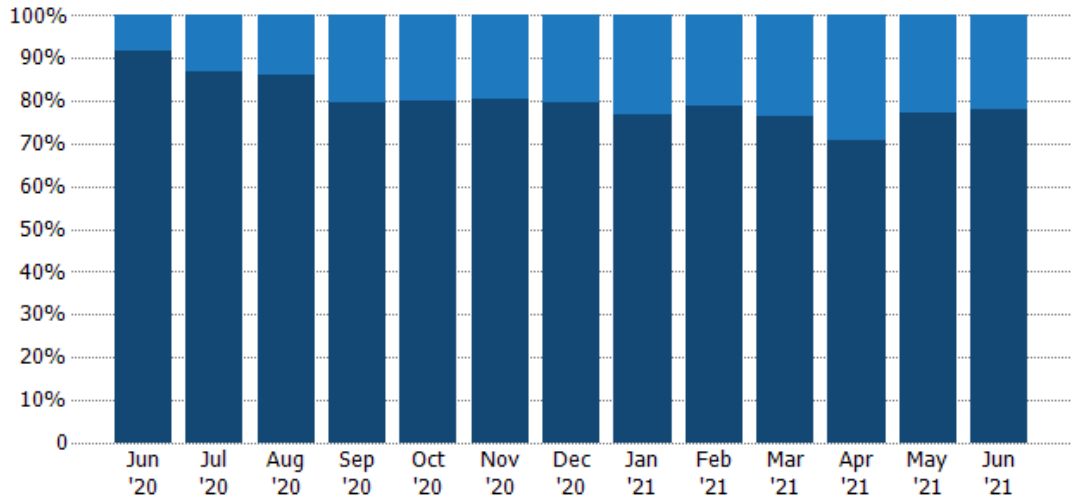
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Current Year	\$11.2M	\$21.2M	\$22M	\$31.6M	\$37.2M	\$27.8M	\$26.4M	\$17M	\$15.2M	\$23.6M	\$23.6M	\$19.7M	\$33M
Prior Year	\$13.4M	\$13.2M	\$17.3M	\$14.1M	\$21M	\$14.1M	\$14.6M	\$9.76M	\$6.08M	\$7.72M	\$6.91M	\$8.28M	\$11.2M
Percent Change from Prior Year	-16%	61%	27%	125%	77%	97%	81%	75%	150%	206%	241%	139%	193%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



Condo/Townhouse	8%	13%	14%	20%	20%	19%	20%	23%	21%	24%	29%	23%	22%
Single Family Residence	92%	87%	86%	80%	80%	81%	80%	77%	79%	76%	71%	77%	78%

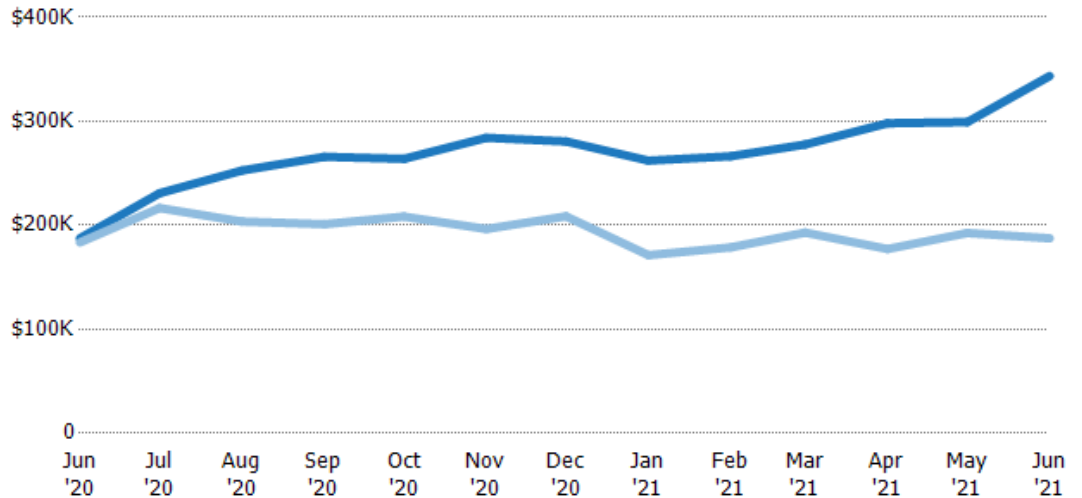
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Jun '21	\$344K	83.2%
Jun '20	\$187K	2.1%
Jun '19	\$184K	-1.4%



Current Year	\$187K	\$231K	\$253K	\$266K	\$264K	\$284K	\$281K	\$262K	\$266K	\$278K	\$298K	\$299K	\$344K
Prior Year	\$184K	\$217K	\$204K	\$201K	\$208K	\$196K	\$209K	\$171K	\$179K	\$193K	\$177K	\$193K	\$187K
Percent Change from Prior Year	2%	7%	24%	32%	27%	45%	35%	53%	49%	44%	68%	55%	83%

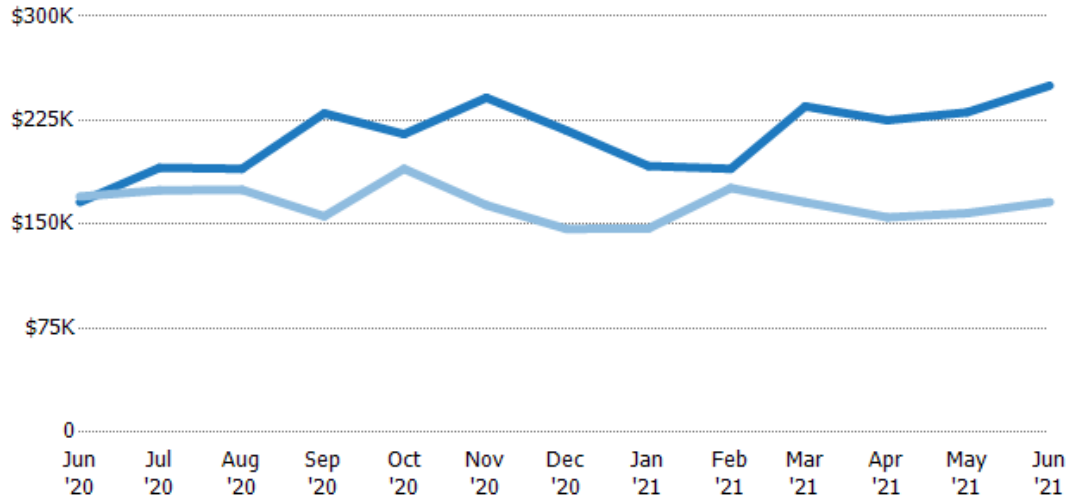
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Jun '21	\$250K	50.6%
Jun '20	\$166K	-2.4%
Jun '19	\$170K	-0.9%



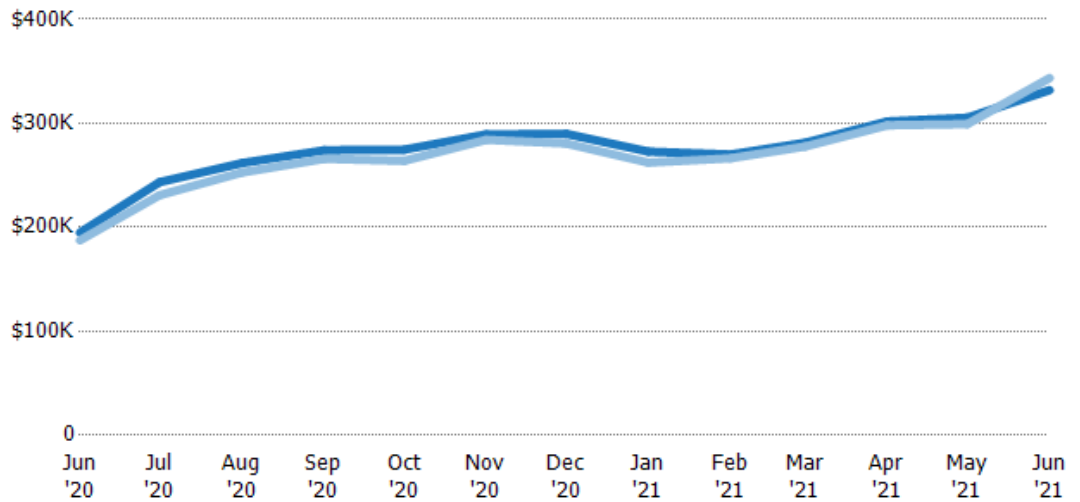
Current Year	\$166K	\$191K	\$190K	\$230K	\$215K	\$241K	\$218K	\$192K	\$190K	\$235K	\$225K	\$231K	\$250K
Prior Year	\$170K	\$175K	\$175K	\$156K	\$190K	\$164K	\$147K	\$147K	\$176K	\$166K	\$155K	\$158K	\$166K
Percent Change from Prior Year	-2%	9%	9%	48%	13%	47%	48%	31%	8%	42%	45%	46%	51%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



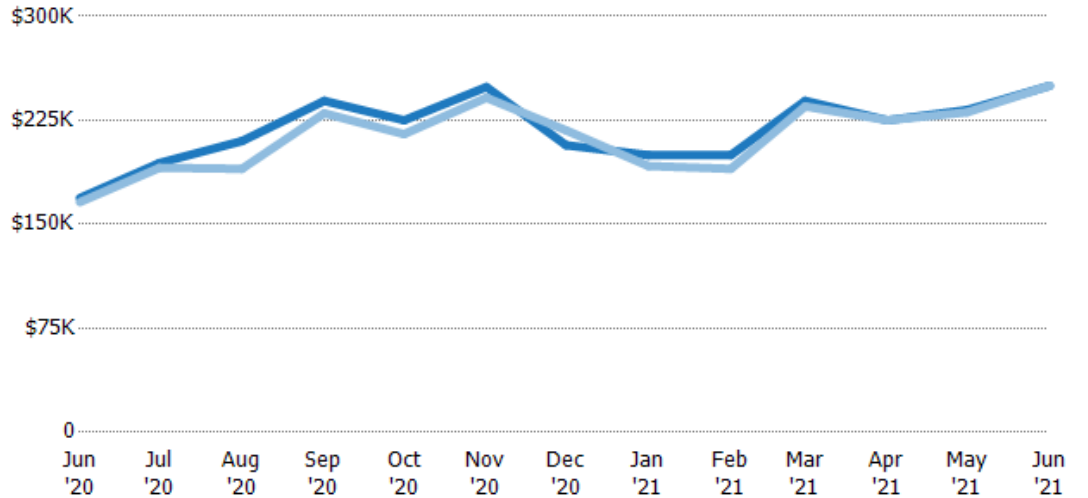
Avg List Price	\$195K	\$243K	\$262K	\$274K	\$275K	\$289K	\$290K	\$273K	\$270K	\$281K	\$302K	\$305K	\$332K
Avg Sales Price	\$187K	\$231K	\$253K	\$266K	\$264K	\$284K	\$281K	\$262K	\$266K	\$278K	\$298K	\$299K	\$344K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	97%	96%	98%	97%	96%	99%	99%	99%	98%	104%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



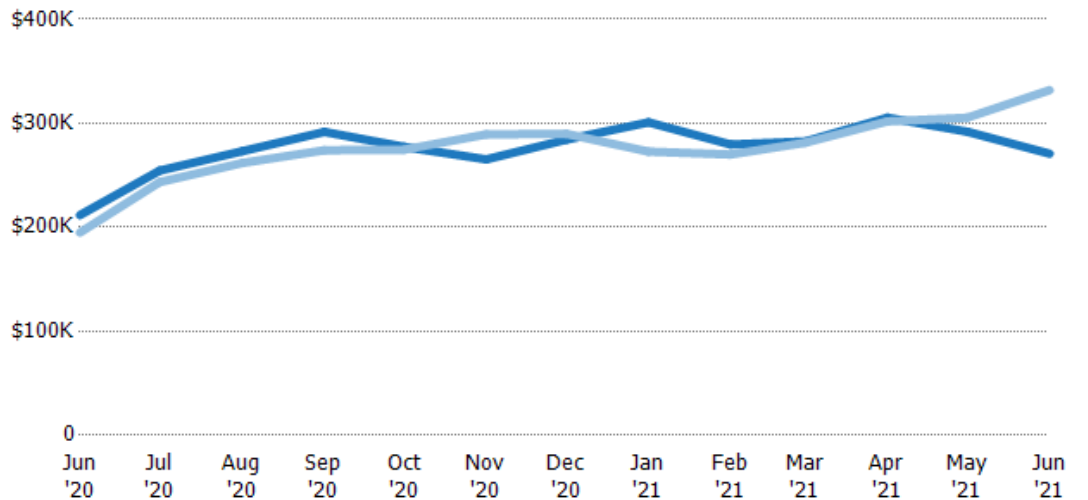
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median List Price	\$169K	\$194K	\$210K	\$239K	\$225K	\$249K	\$207K	\$200K	\$200K	\$239K	\$225K	\$232K	\$250K
Median Sales Price	\$166K	\$191K	\$190K	\$230K	\$215K	\$241K	\$218K	\$192K	\$190K	\$235K	\$225K	\$231K	\$250K
Med Sales Price as a % of Med List Price	98%	98%	90%	96%	96%	97%	105%	96%	95%	98%	100%	99%	100%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



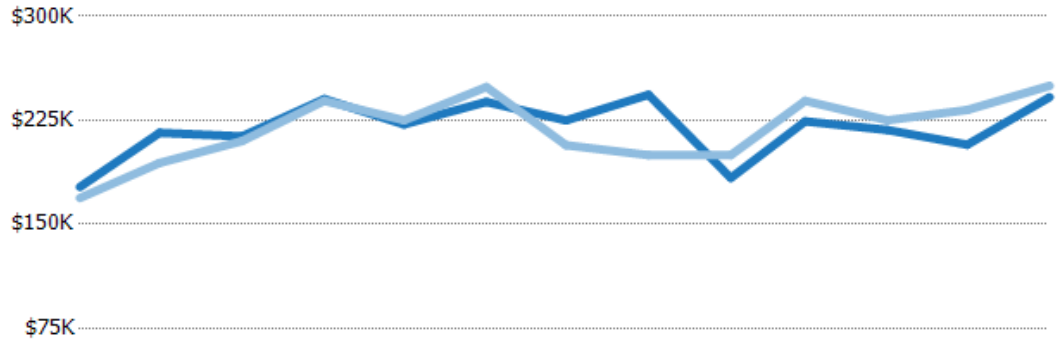
	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Avg Est Value	\$212K	\$254K	\$273K	\$292K	\$277K	\$265K	\$284K	\$301K	\$280K	\$282K	\$305K	\$292K	\$271K
Avg Sales Price	\$195K	\$243K	\$262K	\$274K	\$275K	\$289K	\$290K	\$273K	\$270K	\$281K	\$302K	\$305K	\$332K
Avg Sales Price as a % of Avg Est Value	92%	96%	96%	94%	99%	109%	102%	91%	97%	100%	99%	105%	123%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Rutland County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21
Median Est Value	\$177K	\$216K	\$213K	\$240K	\$222K	\$238K	\$225K	\$243K	\$183K	\$224K	\$218K	\$207K	\$242K
Median Sales Price	\$169K	\$194K	\$210K	\$239K	\$225K	\$249K	\$207K	\$200K	\$200K	\$239K	\$225K	\$232K	\$250K
Med Sales Price as a % of Med Est Value	96%	90%	98%	99%	101%	105%	92%	82%	109%	107%	103%	112%	103%